

## Message Text

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63

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-06 RSC-01 /018 R

66651

DRAFTED BY: COM/BIC/OED:JVOTA

APPROVED BY: EB/OCA/REP:JBRABENS

DMS/DEPD:JAMILLER

DEPD/OED:RLPRITCHARD

ARA/EP:WCLARKS (SUBS)

----- 079826

R 221851Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 232176

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: FOREIGN BUYER PROGRAM; ECUADORIAN SUBSECRETARY OF  
GOVERNMENT DR. ESTARELLAS

REF: A. QUITO 6597 B. QUITO 6675 C. STATE 225287

1. MR WILLIAM HARPER OF GENERAL MOTORS HAS RECONFIRMED GM INTEREST IN SUPPLYING REQUESTED VEHICLES TO ECUADOR AND WILLINGNESS SEND REPRESENTATIVE TO QUITO; HOWEVER, FOLLOWING DETAILS NEED BE RESOLVED PRIOR TO VISIT: A. MINGOV SHOULD SEND GM COPY OF PROPOSED CONTRACT THEY HAVE REFERRED TO IN THEIR EXCHANGE OF CABLES WITH GM; B. MINGOV NEEDS TO CLARIFY TRUCK, BUS AND SERVICE CENTER REQUIREMENTS. GM INCLUDED PICKUP TRUCKS IN THEIR ORIGINAL QUOTE, BUT MINGOV DID NOT ASK FOR THEM IN THEIR ORDER ACCEPTANCE. BUSES AND SERVICE CENTERS HAD NOT BEEN QUOTED DUE TO LACK OF REQUIRED INFORMATION, NOT INTEREST; C. MINGOV SHOULD ADVISE GM SPECIFIC POINTS THEY WANT TO COVER WITH GM REPRESENTATIVE WHO WOULD VISIT WITH THEM.

2. MINGOV IS DEMANDING GM TO SEND REPRESENTATIVE TO QUITO WHO IS PREPARED TO SIGN A CONTRACT ON THE SPOT. HOWEVER, UNTIL  
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GM RECEIVES THE ABOVE INFO, THEY ARE NOT ABLE TO DECIDE ON WHO

SHOULD VISIT QUITO. ALSO SINCE GM DEPENDS ON OUTSIDE VENDORS FOR SOME ITEMS AND SUPPLY CONDITIONS CHANGE ALMOST DAILY, EXTREMELY DIFFICULT FOR GM TO ARRANGE FOR CONTRACT SIGNING AS REQUESTED.

3. PRICES QUOTED BY GM TO MINGOV HAVE BEEN PRICE AND DOES NOT INCLUDE ANY COMMISSION FOR LOCAL DISTRIBUTORS.

4. REF A MENTIONS TWO SEPARATE TOS BEING FORWARDED.  
REQUEST POST IDENTIFY TOS FOR USDOC PROJECT OFFICER SO HE CAN COORDINATE CONTACTS. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 OCT 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974STATE232176  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM/BIC/OED:JVOTA  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740301-0868  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** A. QUITO 6597 B. QUITO 6675 C. STATE  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** boyleja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 20 MAR 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <20 MAR 2002 by chappeld>; APPROVED <11 FEB 2003 by boyleja>  
**Review Markings:**

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US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUYER PROGRAM; ECUADORIAN SUBSECRETARY OF GOVERNMENT DR. ESTARELLAS  
**TAGS:** BEXP, EC  
**To:** QUITO  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005